

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location: WOI-TV, SAN ANTONIO, TX	Date: 10/18/2016
---------------------------------------------------------	----------------------------

I, Smart Media Group,

being/on behalf of: Hurd for Congress 2016,

a legally qualified candidate of the Republican

political party for the office of: _____

in the _____

election to be held on: 10/18/2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

Attach proposed schedule with charges (if available): \$33,647.25

I represent that the payment for the above described broadcast time has been furnished by:

Hurd for Congress 2016

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

10/18/2016

Date

Signature

To Be Signed By Station Representative

☒ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**

Signature

Printed Name

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, Hurd for Congress 2016

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



signature of candidate or authorized committee

Hurd for Congress 2016

printed name

10/18/2016

date

AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<h1>SEE ATTACHED</h1>					

Attach proposed schedule with charges (if available): \$33,647.25

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.



WOAI
4335 NW Loop 410
San Antonio, TX 78229

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2663830

Schedule Dates 10/19/16-10/24/16
Advertiser Hurd for Congress-TX-23-R (112053)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular

Comments
ORDER
SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK
SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ
PREVTT = 38,760
REVTT = 79,170
ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)		
By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

+90
73,170

\$6000 IN PENDING
MAKEGOODS WAITING
TO BE APPROVED
TOTAL = \$79,170

Paid via credit
10/18/16 Card

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Revised Line / Prime (25-5.0)	10/19/16-10/19/16	3	:30	7P- NBC-Blindspot (Wednesday)				2								San Antonio (WOAI)	BLINDSPOT-NBC political	10/18/16
1.1	Normal Line / Prime (25-5.0)	10/19/16-10/19/16	3	:30	7P- NBC-Blindspot (Wednesday)				2					2	\$2,800.00	\$5,600.00	San Antonio (WOAI)	BLINDSPOT-NBC political	10/18/16
2.0	Normal Line / Prime (26-8.5)	10/20/16-10/20/16	3	:30	9P- NBC-The Blacklist (Thursday)					1				1	\$2,000.00	\$2,000.00	San Antonio (WOAI)	THE BLACKLIST-NBC political	10/18/16
3.0	Normal Line / Prime (30-0.0)	10/21/16-10/21/16	3	:30	7P- NBC-Caught On Camera with Nick Cannon (Friday)						2			2	\$1,200.00	\$2,400.00	San Antonio (WOAI)	CAUGHT ON CAM ADD political	10/18/16
4.0	Revised Line / News (31-0.0)	10/19/16-10/19/16	3	:30	6:30P- News-News 4 WOAI at 630p				2								San Antonio (WOAI)	NEWS ADD political	10/18/16
4.1	Normal Line / News (31-0.0)	10/19/16-10/19/16	3	:30	6:30P- News-News 4 WOAI at 630p				2					2	\$750.00	\$1,500.00	San Antonio (WOAI)	NEWS ADD political	10/18/16
5.0	Normal Line / News (31-0.0)	10/20/16-10/20/16	3	:30	6:30P- News-News 4 WOAI at 630p					1				1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/16
6.0	Revised Line / SPOT (1-2.0)	10/19/16-10/19/16	3	:30	9A- NBC-The Today Show Hour 3				3								San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16
6.1	Normal Line / SPOT (1-2.0)	10/19/16-10/19/16	3	:30	9A- NBC-The Today Show Hour 3				3					3	\$325.00	\$975.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
		KW	10/20/16	

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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San Antonio, TX 78229

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1427 Leslie Ave
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Alexandria, VA 22301

Contract # 2663830

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Agency Smart Media Group-Alexandria (6613)
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Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments

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REVTT = 79,170
ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
7.0	Normal Line / SPOT (1-2.0)	10/20/16-10/20/16	3	:30	9A- NBC-The Today Show Hour 3					3				3	\$325.00	\$975.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16
8.0	Normal Line / SPOT (2-1.5)	10/19/16-10/19/16	3	:30	10A- San Antonio Living				1					1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
9.0	Normal Line / SPOT (2-1.5)	10/20/16-10/20/16	3	:30	10A- San Antonio Living					2				2	\$175.00	\$350.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
10.0	Normal Line / SPOT (2-1.5)	10/21/16-10/21/16	3	:30	10A- San Antonio Living					1				1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
11.0	Normal Line / SPOT (3-1.5)	10/19/16-10/19/16	3	:30	11A- NBC-The Today Show Hour 4				1					1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/16
12.0	Normal Line / SPOT (3-1.5)	10/20/16-10/20/16	3	:30	11A- NBC-The Today Show Hour 4					1				1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/16
13.0	Normal Line / SPOT (3-1.5)	10/21/16-10/21/16	3	:30	11A- NBC-The Today Show Hour 4						2			2	\$225.00	\$450.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/16
14.0	Normal Line / SPOT (3-1.5)	10/19/16-10/19/16	3	:30	4P- Judge Judy				1					1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16
15.0	Normal Line / SPOT (4-3.0)	10/20/16-10/20/16	3	:30	4P- Judge Judy					1				1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16
16.0	Normal Line / SPOT (4-3.0)	10/21/16-10/21/16	3	:30	4P- Judge Judy						1			1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16

CONFIRMATION CONTRACT

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Date:

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Contract # 2663830

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Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments ORDER
SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK
SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ
PREVTT = 38,760
REVTT = 79,170
ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
17.0	Normal Line / News (5-1.5)	10/19/16-10/19/16	3	:30	5A- News-News 4 San Antonio Today 5a				2					2	\$175.00	\$350.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/16
18.0	Normal Line / News (5-1.5)	10/20/16-10/20/16	3	:30	5A- News-News 4 San Antonio Today 5a					1				1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/16
19.0	Normal Line / News (5-1.5)	10/21/16-10/21/16	3	:30	5A- News-News 4 San Antonio Today 5a						1			1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/16
20.0	Normal Line / News (6-5.0)	10/19/16-10/19/16	1	:30	6A- News-News 4 WOAI at 6a				1					1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/16
21.0	Normal Line / News (6-5.0)	10/20/16-10/20/16	1	:30	6A- News-News 4 WOAI at 6a					2				2	\$1,000.00	\$2,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/16
22.0	Normal Line / News (6-5.0)	10/21/16-10/21/16	1	:30	6A- News-News 4 WOAI at 6a							1		1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/16
23.0	Normal Line / SPOT (7-3.5)	10/19/16-10/19/16	1	:30	7A- NBC-The Today Show Hour 1 & 2				4					4	\$900.00	\$3,600.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/16
24.0	Normal Line / SPOT (7-3.5)	10/20/16-10/20/16	1	:30	7A- NBC-The Today Show Hour 1 & 2					2				2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/16
25.0	Normal Line / SPOT (7-3.5)	10/21/16-10/21/16	1	:30	7A- NBC-The Today Show Hour 1 & 2						2			2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/16

CONFIRMATION CONTRACT

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Date:

Accepted-Station:

Date:

Comments:

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1427 Leslie Ave
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Contract # 2663830

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Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
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Billing Type Weekly/Irregular
Comments ORDER
SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK
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ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

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Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
26.0	Normal Line / News (9-1.0)	10/19/16-10/19/16	3	:30	4:30A- News-News 4 WOAI at 430a				1					1	\$75.00	\$75.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/16
27.0	Normal Line / News (9-1.0)	10/20/16-10/20/16	3	:30	4:30A- News-News 4 WOAI at 430a					2				2	\$75.00	\$150.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/16
28.0	Revised Line / News (13-5.0)	10/19/16-10/19/16	5	:30	5P- News-News 4 WOAI at 5p				2								San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
28.1	Normal Line / News (13-5.0)	10/19/16-10/19/16	5	:30	5P- News-News 4 WOAI at 5p				2					2	\$345.00	\$690.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
29.0	Normal Line / News (13-5.0)	10/20/16-10/20/16	5	:30	5P- News-News 4 WOAI at 5p					1				1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
30.0	Normal Line / News (13-5.0)	10/21/16-10/21/16	5	:30	5P- News-News 4 WOAI at 5p						1			1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
31.0	Normal Line / News (14-4.5)	10/19/16-10/19/16	3	:30	6P- News-News 4 WOAI at 6p				1					1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16
32.0	Normal Line / News (14-4.5)	10/20/16-10/20/16	3	:30	6P- News-News 4 WOAI at 6p					2				2	\$900.00	\$1,800.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16
33.0	Normal Line / News (14-4.5)	10/21/16-10/21/16	3	:30	6P- News-News 4 WOAI at 6p						1			1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16

CONFIRMATION CONTRACT

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34.0	Normal Line / SPOT (17-2.0)	10/19/16-10/19/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon				1					1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
35.0	Normal Line / SPOT (17-2.0)	10/20/16-10/20/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon					1				1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
36.0	Normal Line / News (19-3.2)	10/19/16-10/19/16	3	:30	10P- News-News 4 WOAI at 10p				2					2	\$1,000.00	\$2,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
37.0	Normal Line / News (19-3.2)	10/20/16-10/20/16	3	:30	10P- News-News 4 WOAI at 10p					1				1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
38.0	Normal Line / SPOT (23-1.5)	10/22/16-10/22/16	5	:30	6P- Good Taste with Tanji Patton							1		1	\$90.00	\$90.00	San Antonio (WOAI)	GOOD TASTE WITH TANJ lur	10/18/16
39.0	Normal Line / SPOT (24-1.5)	10/22/16-10/22/16	5	:30	6:30P- The Texas Bucket List							1			\$90.00		San Antonio (WOAI)	THE TEXAS BUCKET LIS lur	10/18/16
39.0.1	Preempt (24-1.5)	10/22/16															San Antonio (WOAI)	No Availability/Exception -	
40.0	Normal Line / Prime (27-4.0)	10/21/16-10/21/16	3	:30	8P- NBC-Dateline NBC (Friday)						1			1	\$1,600.00	\$1,600.00	San Antonio (WOAI)	DATeline-NBC political	10/18/16
41.0	Normal Line / Football (28-12.0)	10/23/16-10/23/16	1	:30	7:17P- Sports-NBC NFL Sunday Night Football								2	2	\$10,000.00	\$20,000.00	San Antonio (WOAI)	NBC SNF: SEATTLE SEA ADD non pe	10/18/16

CONFIRMATION CONTRACT

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Buyer Name Patricia,Dome,
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Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
42.0	Normal Line / News (31-0.0)	10/21/16-10/21/16	3	:30	6:30P- News-News 4 WOAI at 630p						1			1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/16
43.0	Normal Line / News (31-0.0)	10/24/16-10/24/16	3	:30	6:30P- News-News 4 WOAI at 630p	1								1	\$750.00	\$750.00	San Antonio (WOAI)	NEWS ADD political	10/18/16
44.0	Normal Line / SPOT (1-2.0)	10/21/16-10/21/16	3	:30	9A- NBC-The Today Show Hour 3						2			2	\$325.00	\$650.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16
45.0	Normal Line / SPOT (1-2.0)	10/24/16-10/24/16	3	:30	9A- NBC-The Today Show Hour 3	2								2	\$325.00	\$650.00	San Antonio (WOAI)	TODAY SHOW 2 political	10/18/16
46.0	Normal Line / SPOT (2-1.5)	10/24/16-10/24/16	3	:30	10A- San Antonio Living	1								1	\$175.00	\$175.00	San Antonio (WOAI)	SAN ANTONIO LIVING O political	10/18/16
47.0	Normal Line / SPOT (3-1.5)	10/24/16-10/24/16	3	:30	11A- NBC-The Today Show Hour 4	1								1	\$225.00	\$225.00	San Antonio (WOAI)	TODAY SHOW 3 political	10/18/16
48.0	Normal Line / SPOT (4-3.0)	10/24/16-10/24/16	3	:30	4P- Judge Judy	1								1	\$400.00	\$400.00	San Antonio (WOAI)	JUDGE JUDY political	10/18/16
49.0	Normal Line / News (5-1.5)	10/24/16-10/24/16	3	:30	5A- News-News 4 San Antonio Today Sa	1								1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO T political	10/18/16
50.0	Normal Line / News (6-5.0)	10/24/16-10/24/16	1	:30	6A- News-News 4 WOAI at 6a	1								1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS SAN ANTONIO @ 6 non pe	10/18/16
51.0	Normal Line / SPOT (7-3.5)	10/24/16-10/24/16	1	:30	7A- NBC-The Today Show Hour 1 & 2	2								2	\$900.00	\$1,800.00	San Antonio (WOAI)	TODAY SHOW non pe	10/18/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WOAI
4335 NW Loop 410
San Antonio, TX 78229

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2663830

Schedule Dates 10/19/16-10/24/16
Advertiser Hurd for Congress-TX-23-R (112053)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments

ORDER
SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TX
SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ
PREVTT = 38,760
REVTT = 79,170
ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
52.0	Normal Line / News (9-1.0)	10/24/16-10/24/16	3	:30	4:30A- News-News 4 WOAI at 430a	1	1							1	\$75.00	\$75.00	San Antonio (WOAI)	NEWS 4 @ 430AM political	10/18/16
53.0	Normal Line / SPOT (10-2.0)	10/22/16-10/22/16	5	:30	6A- NBC-Saturday Today Show							1		1	\$90.00	\$90.00	San Antonio (WOAI)	SATURDAY TODAY SHOW lur	10/18/16
54.0	Normal Line / SPOT (11-2.0)	10/23/16-10/23/16	5	:30	7A- NBC-Sunday Today Show								1	1	\$70.00	\$70.00	San Antonio (WOAI)	SUNDAY TODAY SHOW lur	10/18/16
55.0	Normal Line / SPOT (12-1.5)	10/23/16-10/23/16	5	:30	9A- News-Full Measure with Sharyl Attkisson								1	1	\$115.00	\$115.00	San Antonio (WOAI)	FULL MEASUREWITH SHA lur	10/18/16
56.0	Normal Line / News (13-5.0)	10/24/16-10/24/16	5	:30	5P- News-News 4 WOAI at 5p	1	1							1	\$345.00	\$345.00	San Antonio (WOAI)	NEWS 4 WOAI AT 5PM lur	10/18/16
57.0	Normal Line / News (14-4.5)	10/24/16-10/24/16	3	:30	6P- News-News 4 WOAI at 6p	1	1							1	\$900.00	\$900.00	San Antonio (WOAI)	NEWS 4 WOAI @ 6PM political	10/18/16
58.0	Normal Line / News (15-4.5)	10/22/16-10/22/16	5	:30	5P- News-News 4 WOAI at 5p Wknd							1		1	\$300.00	\$300.00	San Antonio (WOAI)	NEWS 4 SAN ANTONIO lur	10/18/16
59.0	Normal Line / News (16-3.0)	10/23/16-10/23/16	5	:30	5P- News-News 4 WOAI at 5p Wknd								1	1	\$190.00	\$190.00	San Antonio (WOAI)	NEWS 4WOAI @ 5PM-SUN lur	10/18/16
60.0	Normal Line / SPOT (17-2.0)	10/21/16-10/21/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon						1			1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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WOAI
4335 NW Loop 410
San Antonio, TX 78229

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2663830

Schedule Dates 10/19/16-10/24/16
Advertiser Hurd for Congress-TX-23-R (112053)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Rep/Tx Congress CD-23/Will Hurd (860885)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Patricia,Dome,
Phone/Fax /
CPE HURT/ORDR/C18C24
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments

ORDER
SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK
SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ
PREVTT = 38,760
REVTT = 79,170
ADD = 40,410

Date Entered 10/18/16
Last Modified 10/18/16
Entered By Kelsey Wilson
CO-OP No
Headline # ECR25249484
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$10,962.00
Net Total \$62,118.00
Sales Tax

San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	90	\$73,080.00
Grand Total:	90	\$73,080.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
61.0	Normal Line / SPOT (17-2.0)	10/24/16-10/24/16	3	:30	10:35P- NBC-The Tonight Show with Jimmy Fallon	1								1	\$600.00	\$600.00	San Antonio (WOAI)	TONIGHT SHOW - JIMMY political	10/18/16
62.0	Normal Line / SPOT (18-3.5)	10/22/16-10/22/16	3	:30	10:30P- NBC-Saturday Night Live							1		1	\$350.00	\$350.00	San Antonio (WOAI)	SATURDAY NIGHT LIVE political	10/18/16
63.0	Normal Line / News (19-3.2)	10/21/16-10/21/16	3	:30	10P- News-News 4 WOAI at 10p						1			1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
64.0	Normal Line / News (19-3.2)	10/24/16-10/24/16	3	:30	10P- News-News 4 WOAI at 10p	1								1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM political	10/18/16
65.0	Normal Line / News (20-3.0)	10/22/16-10/22/16	5	:30	10P- News-News 4 WOAI at 10p Wknd							1		1	\$400.00	\$400.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S lur	10/18/16
66.0	Normal Line / News (21-3.9)	10/23/16-10/23/16	5	:30	10:30P- News-News 4 WOAI at 10p Late Run								1	1	\$300.00	\$300.00	San Antonio (WOAI)	NEWS 4 WOAI @ 10PM-S lur	10/18/16
67.0	Normal Line / SPOT (22-2.1)	10/23/16-10/23/16	5	:30	11P- Sports-News 4 WOAI Sports Sunday Late Run								1	1	\$175.00	\$175.00	San Antonio (WOAI)	NEWS 4 WOAI SPORTS S lur	10/18/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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125 West 55th St
New York, NY 10019

Contract # 25249484	Changes as of: 10/17/2016 at 1:21 PM	Version: Highlighting Revision 3	
CPE: HURTX/ORDR/C18C24	Flight: 10/18/16 - 10/24/16	Station: WOAI	Total \$: \$79,170.00
Agency: Smart Media Group	Advertiser: HURD - TX CD-23	Market: San Antonio	Total Spots: 93
1427 LESLIE AVE	Product: ORDER	Office: WASHINGTON	Total CPP: \$298.75
SUITE #102	Agency Order #: 30046672	Primary Demo: Adults 35+	Total GRP: 265.0
ALEXANDRIA, VA	Buyer: Dome, Patricia	Con Type: POLITICAL/VOTE	
22301	Salesperson: CHRISTIAN CAMBEIRO	Assistant: CHRISTIAN CAMBEIRO	Separation:
	202-955-5342	202-955-5342	

Special Instructions	
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Order Level Comments		
Date/Time	Added by	Comment
10/17/16 1:21 PM	CHRISTIAN CAMBEIRO	SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 REVTT = 79,170 ADD = 40,410 PLS CF - THANKS
10/17/16 12:41 PM	Todd Keel	confirming so you can send add
10/14/16 2:47 PM	CHRISTIAN CAMBEIRO	ALL NEEDED RATE REVS DONE PER TK GUIDE PREVTT = 18,465 ADD = 20,295 REVTT = 38,760 PLS CF - THANKS CUT NFL
10/12/16 5:44 PM	Todd Keel	lines/rates 1 \$325 2 \$175 3 \$225 4 \$400 5 \$175 6 \$1000 7 \$900 9 \$75 14 \$900 17 \$600 18 \$350 19 \$1000 20 \$400 21 \$300 (airs 1030-11p) 22 \$175 (airs 11-1130p) 25 \$2800 26 \$2000 27 \$1600 28 \$10,000
10/12/16 5:42 PM	Todd Keel	sending corrected rates
07/20/16 10:41 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT
07/20/16 10:41 AM	CHRISTIAN CAMBEIRO	HURD FOR CONGRESS TX-23 CONFIRM RECEIPT Payment & NAB will be sent prior to start CONFIRM RECEIPT

KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 25249484	Changes as of: 10/17/2016 at 1:21 PM	Version: Highlighting Revision 3	
CPE: HURTX/ORDR/C18C24	Flight: 10/18/16 - 10/24/16	Station: WOAI	Total \$: \$79,170.00
Agency: Smart Media Group	Advertiser: HURD - TX CD-23	Market: San Antonio	Total Spots: 93
1427 LESLIE AVE	Product: ORDER	Office: WASHINGTON	Total CPP: \$298.75
SUITE #102	Agency Order #: 30046672	Primary Demo: Adults 35+	Total GRP: 265.0
ALEXANDRIA, VA 22301	Buyer: Dome, Patricia	Con Type: POLITICAL/VOTE	
	Salesperson: CHRISTIAN CAMBEIRO	Assistant: CHRISTIAN CAMBEIRO	Separation:
	202-955-5342	202-955-5342	

Competitive Information	
Market Budget:	\$329,875
WOAI Share:	24%
Comment:	
KABB:	11%
KENS:	29%
KSAT:	36%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	93	\$79,170.00	\$298.75	265.0
Total	100%	93	\$79,170.00	\$298.75	265.0

Monthly Summary		
Month	Spots	Dollars
2016-Oct	93	\$79,170.00
Total	93	\$79,170.00

Transaction History							
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$ Comment
Revision	10/17/16 1:21 PM	CHRISTIAN CAMBEIRO	Revised	23		\$40,410.00	\$0 Changes: Total Spots from 70 to 93, Calculated Dollars from \$38,760.00 to \$79,170.00, Total CPP from \$194.97 to \$298.75, Competitive Market Budget from \$161,500 to \$329,875, Total GRPs from 198.8 to 265.0, User Entered \$ from \$38,760.00 to \$79,170.00, Comments from ALL NEEDED RATE REVS DONE PER TK GUIDE PREVTT = 18,465 ADD = 20,295 REVTT = 38,760 PLS CF - THANKS CUT NFL to SEE LNS 28-31 FOR ADDS TO SCHED @ RATES TO CLEAR PER TK SEE LNS 1/13-14/19/25/28 FOR ADDED FREQ PREVTT = 38,760 REVTT = 79,170 ADD = 40,410 PLS CF - THANKS, Total \$ from \$38,760.00 to \$79,170.00. 9 buylines added or modified.
Makegood 3	10/17/16 12:41 PM	Todd Keel	Confirmed			\$0	\$0
Queued for Electronic Contracting	10/17/16 9:36 AM					\$0	\$0
Revision	10/14/16 2:47 PM	CHRISTIAN CAMBEIRO	Confirmed		1	\$20,295.00	\$0 Changes: Calculated Dollars from \$18,465.00 to \$38,760.00, Total CPP from \$87.59 to \$194.97, Competitive Market Budget from \$76,938 to \$161,500, Total Spots from 71 to 70, Total GRPs from 210.8 to 198.8, Comments from NEW POLITICAL ORDER - PLS CF - THANKS to ALL NEEDED RATE REVS DONE PER TK GUIDE PREVTT = 18,465 ADD = 20,295 REVTT = 38,760 PLS CF - THANKS CUT NFL, User Entered \$ from \$18,465.00 to \$38,760.00, Total \$ from \$18,465.00 to \$38,760.00. 19 buylines added or modified.
Makegood 2	10/12/16 5:44 PM	Todd Keel	Confirmed			\$0	\$0
Makegood 1	10/12/16 5:42 PM	Todd Keel	Confirmed			\$0	\$0
Queued for Electronic Contracting	7/20/16 11:10 AM					\$0	\$0



125 West 55th St
New York, NY 10019

Contract # 25249484		Changes as of: 10/17/2016 at 1:21 PM		Version: Highlighting Revision 3	
CPE: HURTX/ORDR/C18C24		Flight: 10/18/16 - 10/24/16		Station: WOAI	
Agency: Smart Media Group		Advertiser: HURD - TX CD-23		Market: San Antonio	
1427 LESLIE AVE		Product: ORDER		Office: WASHINGTON	
SUITE #102		Agency Order #: 30046672		Primary Demo: Adults 35+	
ALEXANDRIA, VA 22301		Buyer: Dome, Patricia		Con Type: POLITICAL/VOTE	
		Salesperson: CHRISTIAN CAMBEIRO		Assistant: CHRISTIAN CAMBEIRO	
		202-955-5342		202-955-5342	
				Separation:	
				Total \$: \$79,170.00	
				Total Spots: 93	
				Total CPP: \$298.75	
				Total GRP: 265.0	

Transaction History							
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$
Revision	7/20/16 10:41 AM	CHRISTIAN CAMBEIRO	Confirmed			\$0	\$18,465.00
New	7/20/16 10:21 AM	CHRISTIAN CAMBEIRO	New	71		\$18,465.00	\$18,465.00

Non-Discrimination Policy	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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